

ED06-0049-02

Pearson Education, Inc.

299 Jefferson Road  
Parsippany, NJ 07054  
Phone: 973/739-8155  
Fax: 877/437-7301



## OFFER AND AWARD

ARIZONA DEPARTMENT OF EDUCATION  
Contract Management Unit – 3<sup>rd</sup> Floor  
1535 West Jefferson Street, Bin #37  
Phoenix, Arizona 85007-3209

SOLICITATION NO. ED06-0049

## OFFER

The Undersigned hereby offers and agrees to furnish the materials, service(s) or construction in compliance with all the terms, conditions, specifications and amendments in the solicitation.

**Company Name**

Pearson Education, Inc., publishing as  
Pearson Early Learning

**Street Address**

299 Jefferson Road. New Jersey 07054  
City State Zip Code

Telephone Number: 973-739-8155

**Name of Person Authorized to Sign Offer**

Mitchell A. Wolff, Director, Sales Administration

**Title of Authorized Person**

[Signature] 4/12/06  
Signature of Authorized Person Date of Offer

Facsimile Number: 1-877-437-7301

Offeror's Arizona Transaction (Sales) Privilege Tax License Number: 07-294204-H

Offeror's Federal Employer Identification Number: 22-1603684

Acknowledgement of Amendment(s):  
(Offeror acknowledges receipt of amendment(s) to the Solicitation for Offers and related documents numbered and dated

Amendment No. Date

ED06-0049#1 April 10, 2006

Amendment No. Date

## ACCEPTANCE OF OFFER AND CONTRACT AWARD

(For State of Arizona Use Only)

Portions of this contract may be funded under CFDA No. 84.213C

Your Offer, dated April 12<sup>th</sup> 2006, is hereby accepted as described in the Notice of Award. You are now bound to perform based upon the solicitation and your Offer, as accepted by the State.

**This Contract shall henceforth be referred to as Contract Number ED06-0049 -02**

You are hereby cautioned not to commence any billable work or provide any material, service or construction under this contract until you receive an executed purchase order, contract release document, or written notice to proceed, if applicable.

State of Arizona

Awarded this 13<sup>th</sup> day of April 2006

[Signature]  
Douglas C. Peebles, CPPB, CPCM  
Chief Procurement Officer





**ATTACHMENT 6.1**  
**ARIZONA DEPARTMENT OF EDUCATION**  
**RFP ED06-0049**  
**PRICES/DELIVERY SCHEDULE**

1. Name and date of Offeror's current catalog for the items the Offeror ~~proposes to provide~~ in response to this RFP.

Pearson Learning Group 2005 - 2006 PreK-8 Catalog

2. Please identify the Offeror's propose items from this catalog.

Work Sampling Online License

Preschool 3 or Preschool 4 Developmental Guidelines (print)

Work Sampling in the Classroom: A Teacher's Manual (print)

(print items included in the price per teacher/administrator)

3. What discount/percentage off that the Offeror will provide Arizona in response to this RFP?

15% %  
(print product only)

4. Please provide a price per student tested, which is calculated, based on the above offer. The grantee sites will score the assessments themselves, manually or with the use of appropriate electronic equipment, which is provided by the grantee. Use of this electronic equipment will require Offerors to provide scoring software that is compatible with the electronic equipment for each grantee. Results and reports may be generated on-site by the grantee or results may be sent by grantees to the Contractor and Contractor will then generate required reports and send results to grantees. Price per student is all-inclusive of the assessment process, e.g. includes price for tests and answer sheets/booklets, delivery to sites statewide, scoring aggregation, and reporting. *The data collected during the assessment process and reported to ADE will occur twice during the assessment process once at entry and once at exit.* The price per student tested is a figure of merit for proposal evaluation purposes. This figure of merit is an important factor in the state's award determination, and the Offeror/Contractor agrees that by providing it, the state and Arizona grantees may consider it as not-to-exceed price.

**User Scored, Reports by User**

Price per student tested

\$ 10.85

(assumes 8.1% sales tax)

**User Scored, Reports by Contractor**

Price per student tested

\$10.85/student

\$.05/student/report

(assumes 8.1% sales tax)

If payment is made within N/A calendar days after acceptance of goods and/or services, the above quoted price, excluding sales tax, shall be discounted by N/A %. (Refer to Uniform Instructions To Offeror/Contractors for discount requirements.)

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.

**SOLICITATION NO. ED06-0049****AMENDMENT NO. 1****Solicitation Due Date: April 17, 2006**

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5. Please provide a price per teacher/administrator trained which is calculated, based on the above offer. The grantee sites will score the assessments themselves, manually or with the use of appropriate electronic equipment, which is provided by the grantee. Use of this electronic equipment will require Offerors to provide scoring software that is compatible with the electronic equipment for each grantee. Results and reports may be generated on-site by the grantee or results may be sent by grantees to the Contractor and Contractor will then generate required reports and send results to grantees. Price per teacher/administrator is all-inclusive, e.g., statewide training on administration of the assessment, scoring and reporting, and training materials. The price per teacher/administrator trained is a figure of merit for proposal evaluation purposes. This figure of merit is an important factor in the state's award determination, and the Offeror/Contractor agrees that by providing it, the state and Arizona grantees may consider it as not-to-exceed price.

**User Scored, Reports by User**

Price per teacher/administrator trained

\$126.00

(includes 15% discount on print materials, assumes 8.1% sales tax, and includes shipping and handling)

**User Scored, Reports by Contractor**

Price per teacher/administrator trained

\$ see student pricing

If payment is made within N/A calendar days after acceptance of goods and/or services, the above quoted price, excluding sales tax, shall be discounted by N/A %. (Refer to Uniform Instructions To Offeror/Contractors for discount requirements.)

Notice: If the transaction privilege (sales) taxes are not described and itemized on the offer, the State will assume that the price(s) offered includes all applicable taxes.



**SECTION 2**  
**SPECIAL TERMS AND CONDITIONS**

ARIZONA DEPARTMENT OF EDUCATION  
Contract Management Unit/3<sup>rd</sup> Floor  
1535 West Jefferson Street, Bin #37  
Phoenix, Arizona 85007-3209

**SOLICITATION NO. ED06-0049**

13. Contractor representative to contact for contract administration purposes:

Judith Steinmann, Manager Adoption Administration  
(Name and Title)  
299 Jefferson Road  
(Street Address)  
Parsippany, New Jersey 07054  
(City & State) (Zip Code)  
973-739-8155 12-877-437-7301  
(Telephone & Facsimile Numbers)  
judith.steinmann@pearsonlearning.com  
(E-Mail Address)

14. The ADE representative to contact for technical matters concerning contract performance (NOTE: this person is not authorized to direct contractor performance or make changes in contract requirements.)

Karen Woodhouse, Deputy Associate Superintendent  
Early Childhood Education Section  
1535 West Jefferson Street, Bin #15  
Phoenix, Arizona 85007-3209  
Telephone: (602) 364-1530 Fax: (602) 542-2730  
E-Mail Address: [kwoodho@ade.az.gov](mailto:kwoodho@ade.az.gov)

15. All contract administration matters will be managed by the Procurement Officer named below. All correspondence concerning this contract shall be directed to this individual.

Andrew Wilson, Procurement Officer  
Contracts Management Unit, Bin #37  
1535 West Jefferson Street  
Phoenix, Arizona 85007-3209  
Phone: (602) 542-4232  
FAX: (602) 364-0598  
E-Mail: [andrew.wilson@azed.gov](mailto:andrew.wilson@azed.gov)



Pearson Early Learning, an imprint of Pearson Learning Group  
145 S. Mt. Zion Rd., Lebanon, IN 46052  
[www.worksamplingonline.com](http://www.worksamplingonline.com)  
(888) 832-9378 ext. 3689

***The Work Sampling System is a comprehensive framework for implementing observational assessment. It provides powerful tools to help you collect, analyze, and manage your assessment data in an easy-to-use online format.***

**Product Overview:** The Work Sampling System's Guidelines and Checklists provide a structure to help teachers observe, document, analyze and report children's strengths, areas of achievement, and progress toward goals. Streamlining the assessment process, Work Sampling Online is an easy-to-use web based service that allows teachers to manage observations, complete checklists and report assessment data from any Internet-connected computer. Child Summary reports are available for sharing with families. Teachers and administrators can also generate child, school, program and district reports. Work Sampling aligns with the Early Childhood Outcomes and helps classroom teachers to target instruction.

**For information about Work Sampling in Arizona:** please call (888) 832-9378 ext. 3689, or visit [www.pearsonearlylearning.com](http://www.pearsonearlylearning.com).

**Work Sampling Online license cost:** \$10.85/child

*Includes: online teacher and administrative access, downloadable user guides, and technical support.*

**OR**

**Paper and Pencil Materials:**

Developmental Guidelines (a manual describing expectations for children's learning) \$24.95

Developmental Checklists (set of 10) \$21.95

*Costs of using the paper and pencil version may vary depending on the number of students.*

**Teacher training and materials cost:** \$126.00/teacher

*Includes: either six hours of Work Sampling observational assessment or Work Sampling observational assessment and online training (Getting Started with WSS, Using Guidelines and Checklists, Documentation and Recording, Reporting Tools, and Interpreting and Using Assessment Data); WSS Guidelines Book, WSS Teacher's Manual, and WSS Arizona Training Guide.*

**Administrator training and materials cost:** \$126.00/administrator

*Includes: six hours of Work Sampling observational assessment and online training (Getting Started with WSS, Using Guidelines and Checklists, Documentation and Recording, Reporting Tools, and Interpreting and Using Assessment Data); WSS Guidelines Book, WSS Teacher's Manual, WSS Arizona Training Guide, 2 hours of additional telephone training for administrators who have WSO License Management responsibilities, and access to WSO Account Management.*

Additional training information will be available August 14 at [www.pearsonearlylearning.com](http://www.pearsonearlylearning.com), or by calling (888) 832-9378 ext. 3689.